



Equipment Solutions

Leading financial institution works to upgrade equipment and increase efficiencies, all without missing a beat.

AT A GLANCE

Summary:

BB&T, a leading financial institution with 1,800 locations in 12 states, worked with The Banker's Exchange to develop a consolidated and customized solution to help provide their branches with equipment and supplies.

Website:

www.BBT.com

The Challenge:

Provide BB&T with an integrated solution for branch equipment and supplies that consistently meets designated roll-out dates, remains within budget, and integrates with existing systems.

Solutions and Services:

- Check 21 Equipment and supplies
- Integrated web portal
- Fulfillment services

Key Benefits:

Customized web portal ordering, real time information access, lowest pricing, expedited shipping, tailored fulfillment and reduced lead times.

The Problem

Technology in the financial services industry changes constantly, resulting in a myriad of new equipment, supplies and software to choose from and new standards to adhere to. For a company like BB&T with over 1,800 locations in 12 states, having each branch keep up with new equipment and changing technologies presents numerous challenges.

Branch level ordering resulted in an increased price per unit, higher transactional costs, longer lead times, and equipment variations. Maintenance of the items was not consistent.

When it came to their Check 21 solutions, The Banker's Exchange was able to help provide BB&T with a solution.

A Complete Solution

By working closely with BB&T, The Banker's Exchange was able to develop a customized solution for BB&T's Check 21 operations designed to increase productivity, maximize customer satisfaction and prolong equipment lifespans. A customized roll-out schedule was implemented in order to help eliminate down times and allow for just-in-time inventory management.



For more information about customized equipment and supply solutions, visit:

www.bankersx.com or call 888.749.6396

Case Study
Equipment Solutions

The Results

By working closely with the industry experts at The Banker's Exchange, BB&T was able to achieve significant cost savings as well as increases in operational efficiencies. By assessing the unique needs of BB&T, the Banker's Exchange was able to provide equipment recommendations for check processing that provided an estimated cost savings of over \$150,000 in a one year period. Upon further analysis of existing equipment and operations, the Banker's Exchange provided equipment maintenance solutions that resulted in reduced equipment malfunctions and down-times while providing an increased lifespan of existing equipment.



Following the initial consultation and purchase period, The Banker's Exchange worked to develop a roll-out plan that met the deadlines of individual branches and provided an integrated purchasing system that worked with BB&T's existing purchasing network. Once the proposed equipment had been deployed, The Banker's Exchange custom web portal provided instant access to real-time shipping and fulfillment information so that BB&T could track the implementation every step of the way.

Fit to scale

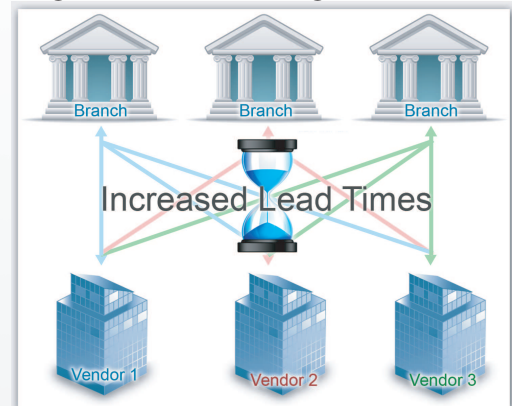
At The Banker's Exchange, we know that when it comes to our customers, one-size doesn't necessarily fit all. The Bankers Exchange has been providing small, medium, and large financial institutions around the world with tailor made solutions for over 20 years. Our industry experts can work closely with your company to develop a solution that fits your unique needs and capabilities.

About The Banker's Exchange

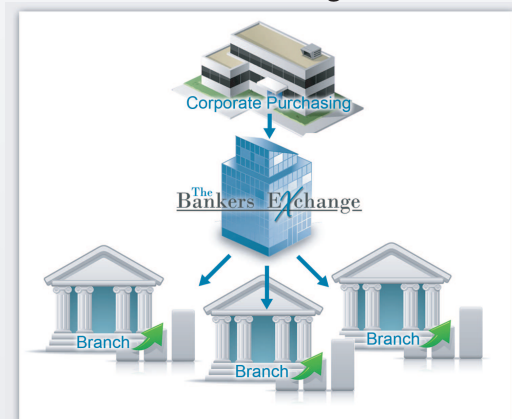
The Banker's Exchange is your single source for simplifying operations. We provide an expansive selection of hardware and supplies for any environment as well as the repairs, support, and extended warranties to help keep your business running smoothly.

Founded in 1990 in Atlanta, Georgia, The Banker's Exchange exists as a leader within the ATM, Banking, Retail, and Casino Gaming industries. With clients in over 50 countries, we provide the parts, services, and training to ensure that our partners perform at their best.

Fragmented Purchasing



Consolidated Purchasing



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